



They say timing is everything. Just ask Angie Jacobs, of Cummings & Co., in Columbia, Maryland, whose heart was always set on becoming a real estate agent. However, while her children were a bit younger, she settled on working in the mortgage industry, and when the time was right, she jumped head first into real estate and never looked back.

Since 2017, Angie has seamlessly guided countless sellers, first-time homebuyers, and clients who have relocated in or out of Maryland and even some parts of Pennsylvania. Her experience in the mortgage industry has given her an advantage as she is able to expertly advise clients about the financial aspect of real estate. "Being in the mortgage business allowed me to fully understand the financial side," Angie explains. "I'm able to discuss with my clients how important it is to get their financing cleared before they start looking at properties to avoid disappointment."

Aside from that valuable aspect she brings to every client and transaction, Angie maintains a high standard of honesty and transparency with everyone she works with. "I don't want to waste anyone's time and I don't have a lot of time to waste, myself, so honesty from the beginning is always the best policy," Angie says. "I always tell my clients I cannot sell them anything. I can show them houses but they have to be the ones to fall in love with the home and see themselves living there." As for sellers, Angie gives her expert advice on what to do to get the most for their home. "I don't make them fix every little thing. You should never spend more if it's not going to bring any value to the sale."

It's her no-nonsense way of conducting business that has resulted in a repeat and referral rate of over 85%, but that also stems from the strong rapport she builds with her clients. "I'm a very customer-service forward person so keeping in touch with clients is important," Angie said. "But staying in contact is easy because I

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end up becoming friends with so many of them. It's more than about just staying top of mind."

As an agent with Cummings & Co., Angie has been the recipient of the Silver Club Award for having reached \$5-10 million in sales volume, and more recently received the Gold Club Award for achieving over \$10 million in sales volume. Although she is grateful that she's been able to grow her business each year and win awards, she is even more rewarded by being able to help others achieve dreams they previously thought were unattainable. "I once worked with a single mother for two years to help her get where she needed to be to buy a home. She cried at the closing table because she just couldn't believe she was finally able to accomplish homeownership," recalls Angie. "The impact we can make in someone's life is amazing and so rewarding."

Outside of the office, Angie is a member of the Frederick chapter of the Women's Council of REALTORS® and volunteers with Blessings in a Backpack, a non-profit organization that provides evening and weekend meals to kids in need. She enjoys scrapbooking, spending time with



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friends and family, and loves any and all water-related activities such as fishing, boating, tubing, and kayaking.

As she plans for the future, Angie is currently developing her own team to expand her reach in the area. Additionally, she is actively pursuing her real estate license in the state of Virginia. "I have a licensed assistant right now who is getting ready to transition to the buying side of the business and be my listing assistant," says Angie. "So now we're looking to hire another assistant to take her place. Slow and steady growth is the goal for now, but I can see myself doing this way past retirement age. It's a very rewarding career and I truly love what I do."



Homes by Angie Inc.

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